

CleanEnergy
States Alliance

Energize Your Impact: How Funders & Donors Can Support Equitable Solar Power

September 6, 2023

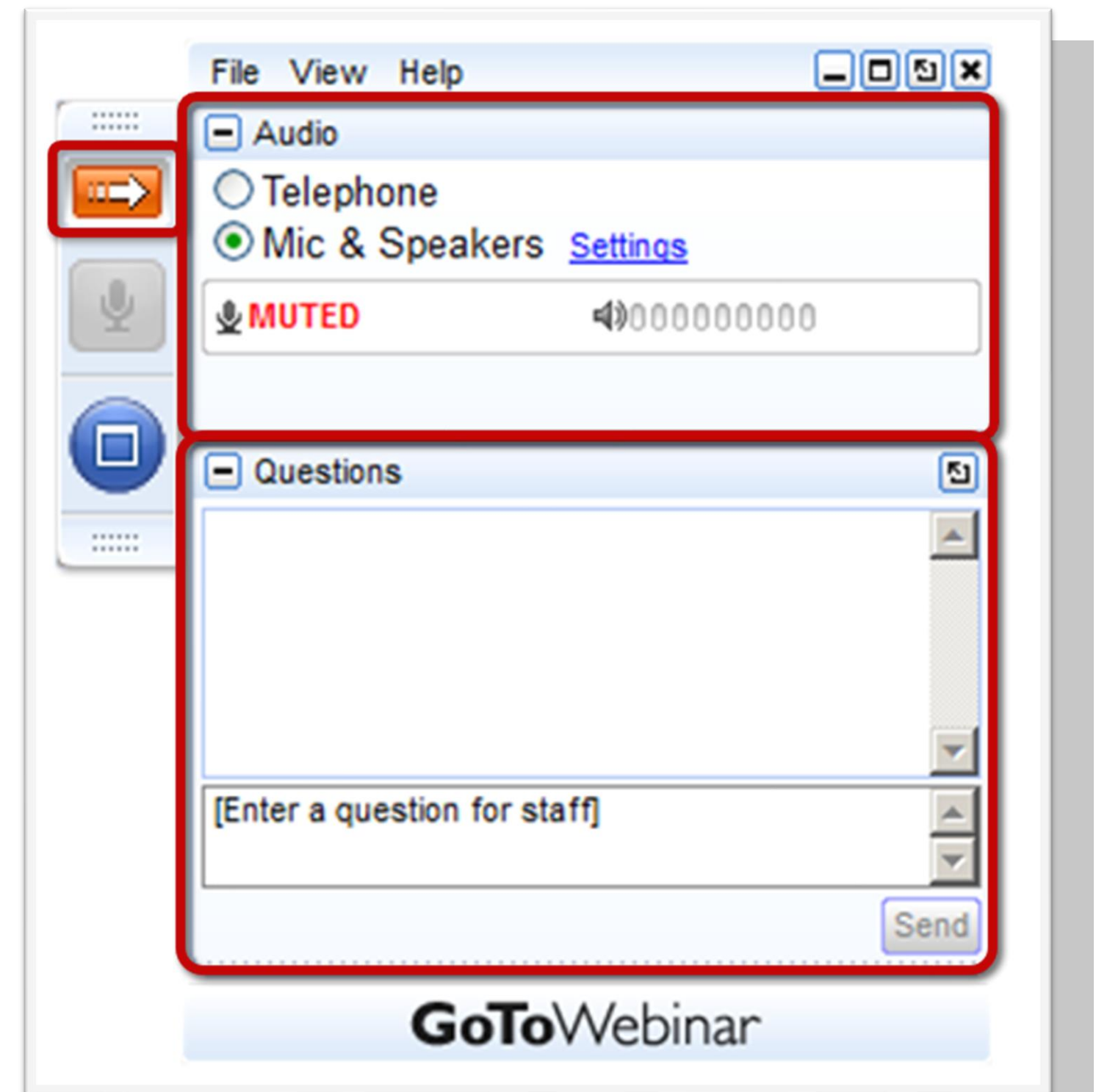
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Celebrating 20 Years of State Leadership



The Clean Energy States Alliance (CESA) is a national, nonprofit coalition of public agencies and organizations working together to advance clean energy.

CESA members—mostly state agencies—include many of the most innovative, successful, and influential public funders of clean energy initiatives in the country.

CleanEnergy States Alliance

www.cesa.org



GOVERNOR'S
Energy Office



Maryland
Energy
Administration



NYSERDA



Scaling Up Solar for Under-Resourced Communities

How can we ensure that solar technologies benefit all Americans regardless of income?

Funded by the U.S. Department of Energy's Solar Energy Technology Office

www.cesa.org/projects/scaling-up-solar-for-under-resourced-communities



CleanEnergy
States Alliance



Scaling Up Solar for Under-Resourced Communities Tracks

Single-Family
Homes

Manufactured
Homes

Community
Institutions



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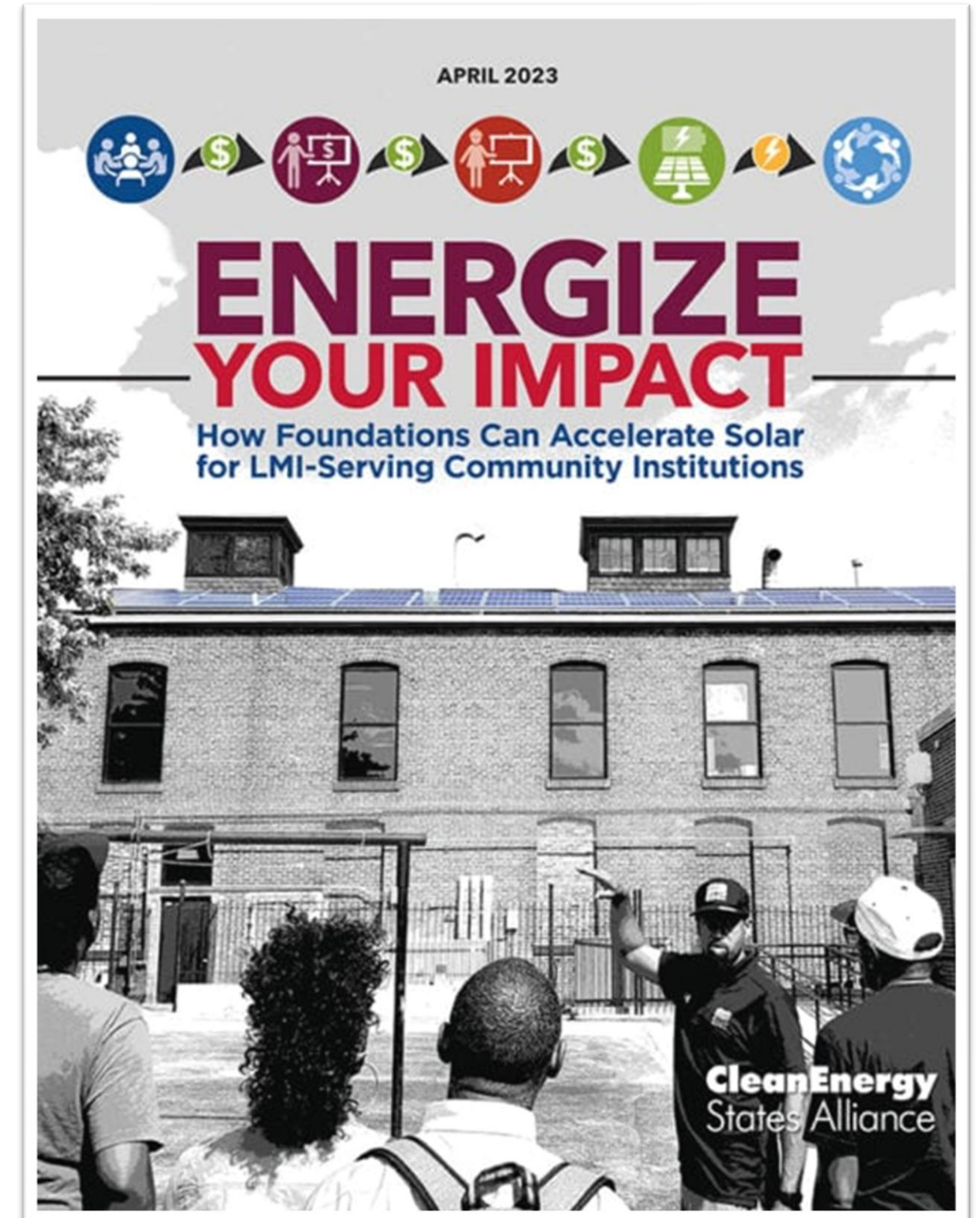
Community institutions in the context of the report and this project means **institutions that serve an LMI community**, including multifamily affordable housing, senior care facilities, health centers, homeless shelters, etc.



Energize Your Impact: How Foundations Can Accelerate Solar for LMI- Serving Community Institutions

Vero Bourg-Meyer and Warren Leon with
research contributions from Yu Suzuki
Clean Energy States Alliance

April 2023



Webinar Speakers



Kate Trujillo
Honnold Foundation



Chelsea Chee
Native Renewables



Vero Bourg-Meyer
Clean Energy States Alliance



Greg Horner
Greg Horner Consulting;
Consultant to CESA





Energize Your Impact Report

Foundations Strategies to Support LMI Solar

Vero Bourg-Meyer
September 6, 2023

www.cesa.org

The Scaling Up Solar for Under-Resourced Communities Project

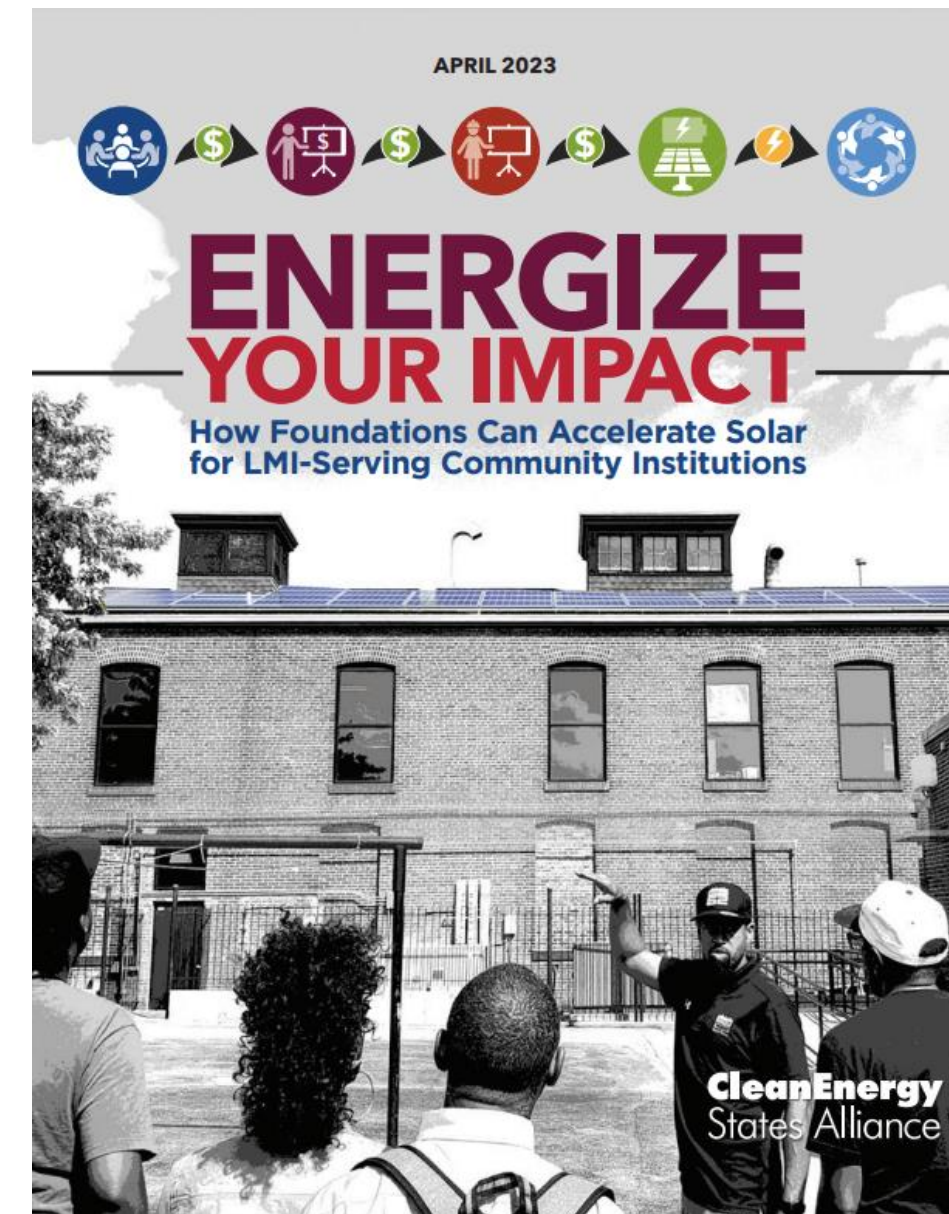


Overall Project Goal

- Ensure that solar technologies benefit all people regardless of income

Why LMI Solar?

- Mitigate climate change
- Reduce bills/shutoffs
- Increase resilience benefits on populations already under financial and emotional stress
- Develop economic and employment opportunities
- Reduce pollution exposure
- Provide consumers with choices



Why LMI Solar is Hard

There are many barriers to LMI solar access.

For example:

- Upfront costs
- Lack of access to financing
- Ineffectiveness of traditional federal income tax credits
- Renting and housing policy
- Lack of enabling legislation for solutions like community solar
- Lack of interest of marketers
- Capacity constraints of customers (time and familiarity)
- Physical barriers due to building integrity
- Asbestos/lead/mold
- Language barriers
- Lack of internet access
- Lack of information
- And on and on



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Three Major Buckets for Foundation Support in the Report

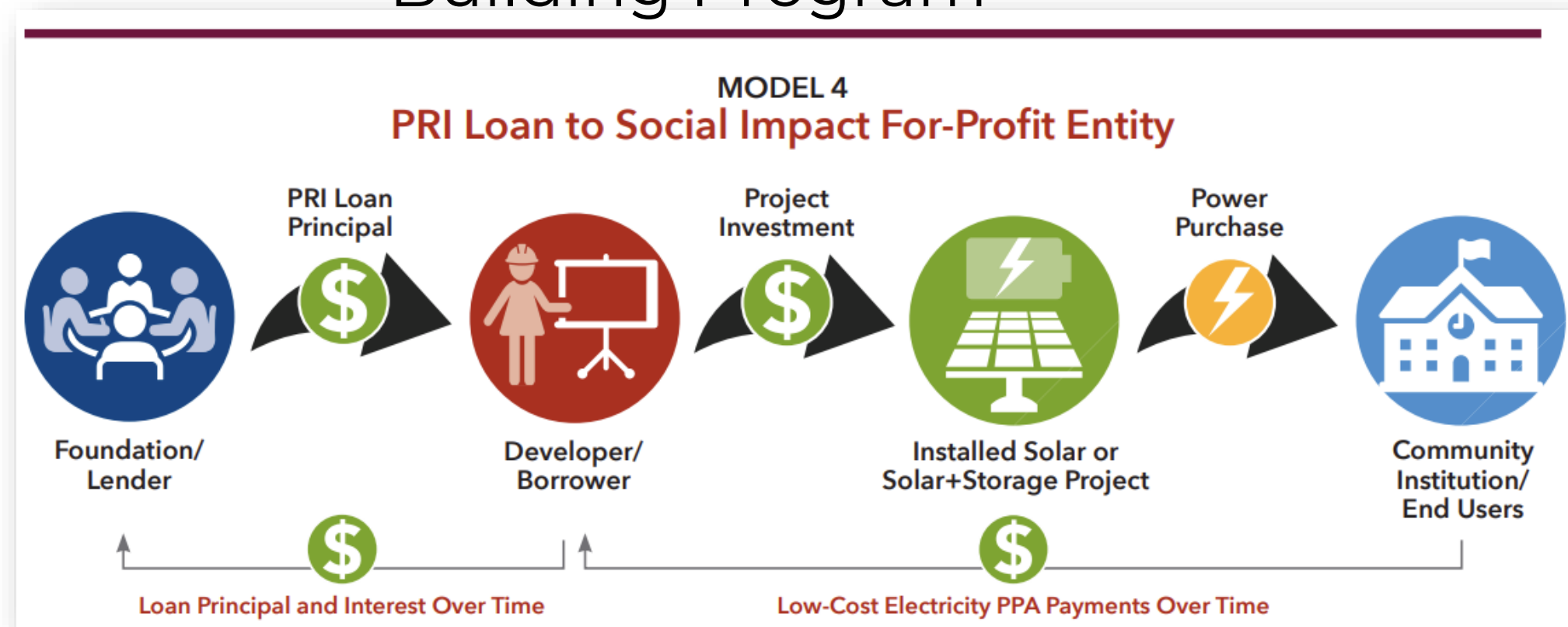
Foundations, among other things, can:

- **Reduce costs** [Upfront costs + Lack of access to financing]
- **Facilitate access to** corporate-level and project-level **funding** to support market building [Lack of interests of marketers]
- **Support demand** from customers [Capacity constraints + Lack of information]


Eight Models, Advantages, and Challenges...

- Project Grants
- Regranting
- Donation of Solar Assets
- Program Related Investment Loan
- Loan Guarantee
- Equity Investment
- Technical Assistance Funding
- Operating Grant and Capacity Building Program

For example



... Along with Eight Case Studies

- Project Grants
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- 

MODEL 1 CASE STUDY

Project Grants

The Honnold Foundation and Coalfield Development Corporation

MODEL 2 CASE STUDY

Regranting

Bezos Earth Fund and The Solutions Project

MODEL 3 CASE STUDY

Donation of Solar Assets

Couillard Solar Foundation and RENEW Wisconsin

MODEL 4 CASE STUDY

PRI Loan

The Kresge Foundation and Collective Energy

MODEL 5 CASE STUDY

Loan Guarantee

The Kresge Foundation and NYCEEC

MODEL 6 CASE STUDY

Equity Investment

The Kresge Foundation and PosiGen

MODEL 7 CASE STUDY

Technical Assistance Funding

The Kresge Foundation, Surdna Foundation, and Clean Energy Group

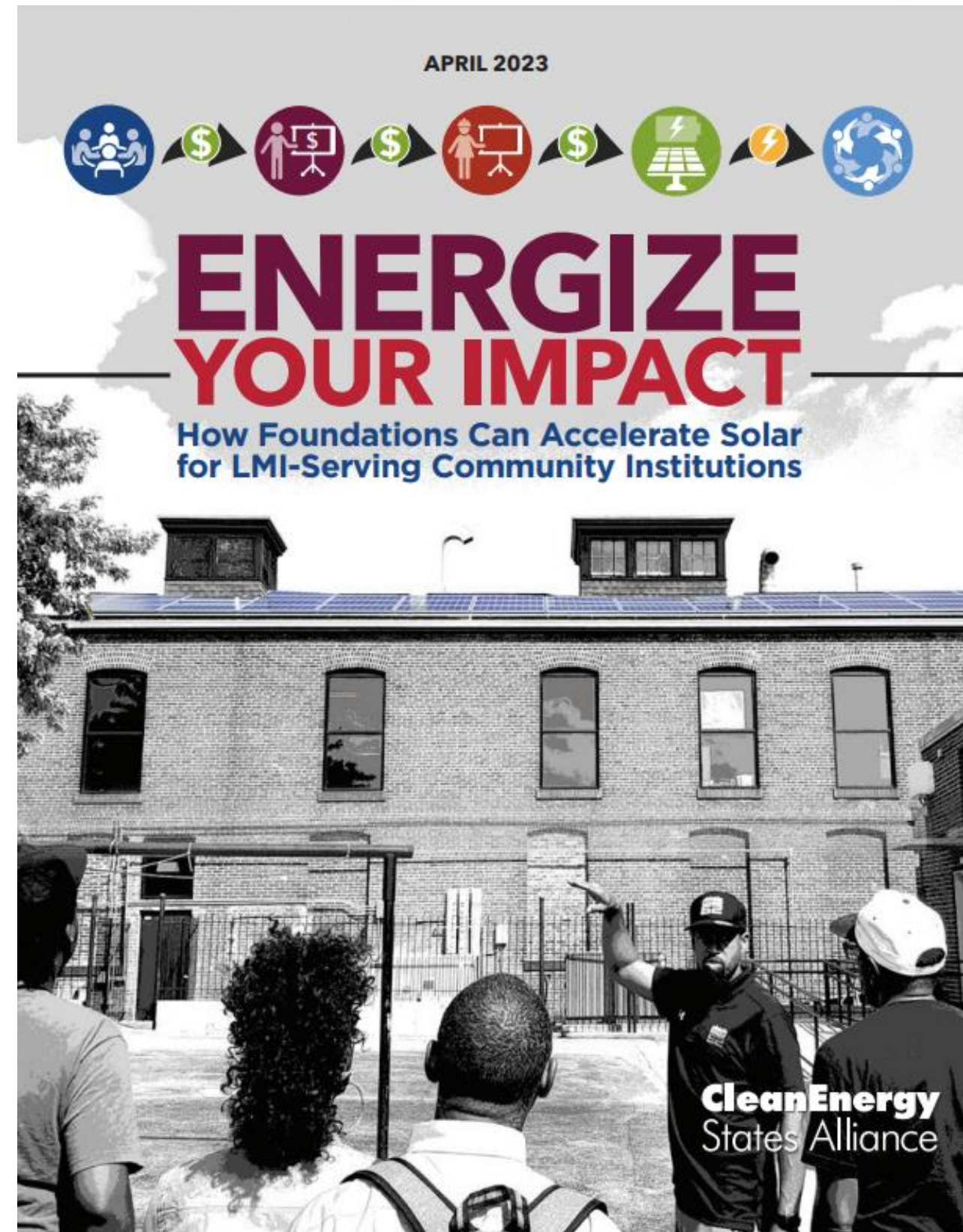
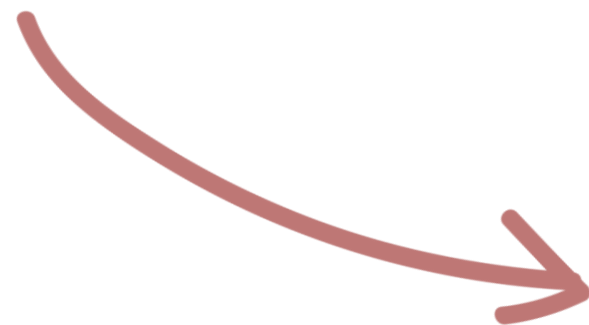
MODEL 8 CASE STUDY

Operating Grant and Capacity Building Program

The Honnold Foundation and Native Renewables

Read More

<https://tinyurl.com/SUS2023Report>





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www.cesa.org



Upcoming Webinars

Predevelopment Funding for LMI Solar and Storage Projects: A Case Study from New York (9/19)

Battery Decommissioning, Recycling, and Reuse (9/20)

Energy Storage for Peak Demand Reduction: A New Incentive Program by Efficiency Maine (9/28)

Read more and register at www.cesa.org/webinars



HONNOLD
FOUNDATION



The Honnold Foundation partners with marginalized communities to expand equitable solar energy access.



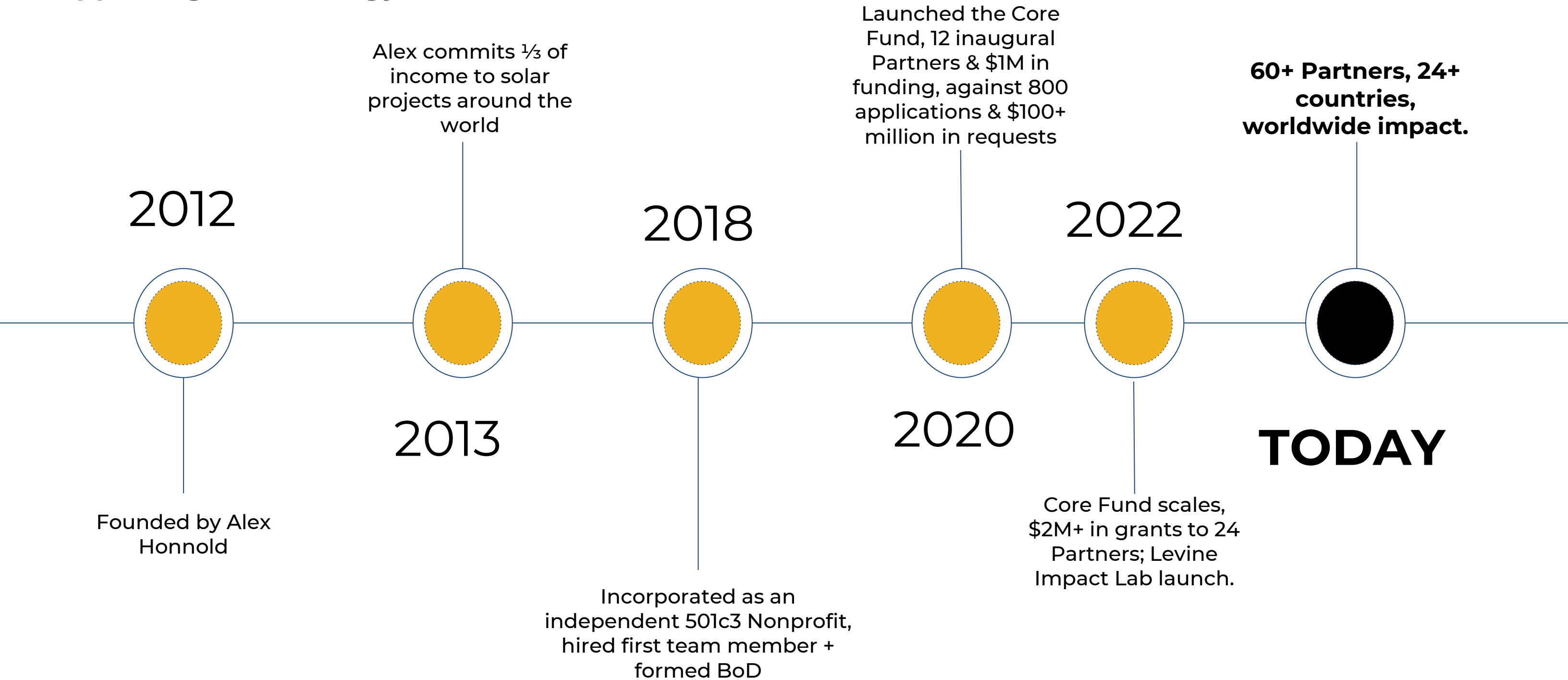
 Mike Kollöffel

Vision: We envision a world where marginalized communities lead the transition to renewable energy, with the resources they need to adapt and thrive.



Our Journey

Supporting solar energy access worldwide since 2012.



Our Approach

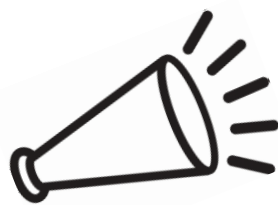
Wrap-around support guided by our partners



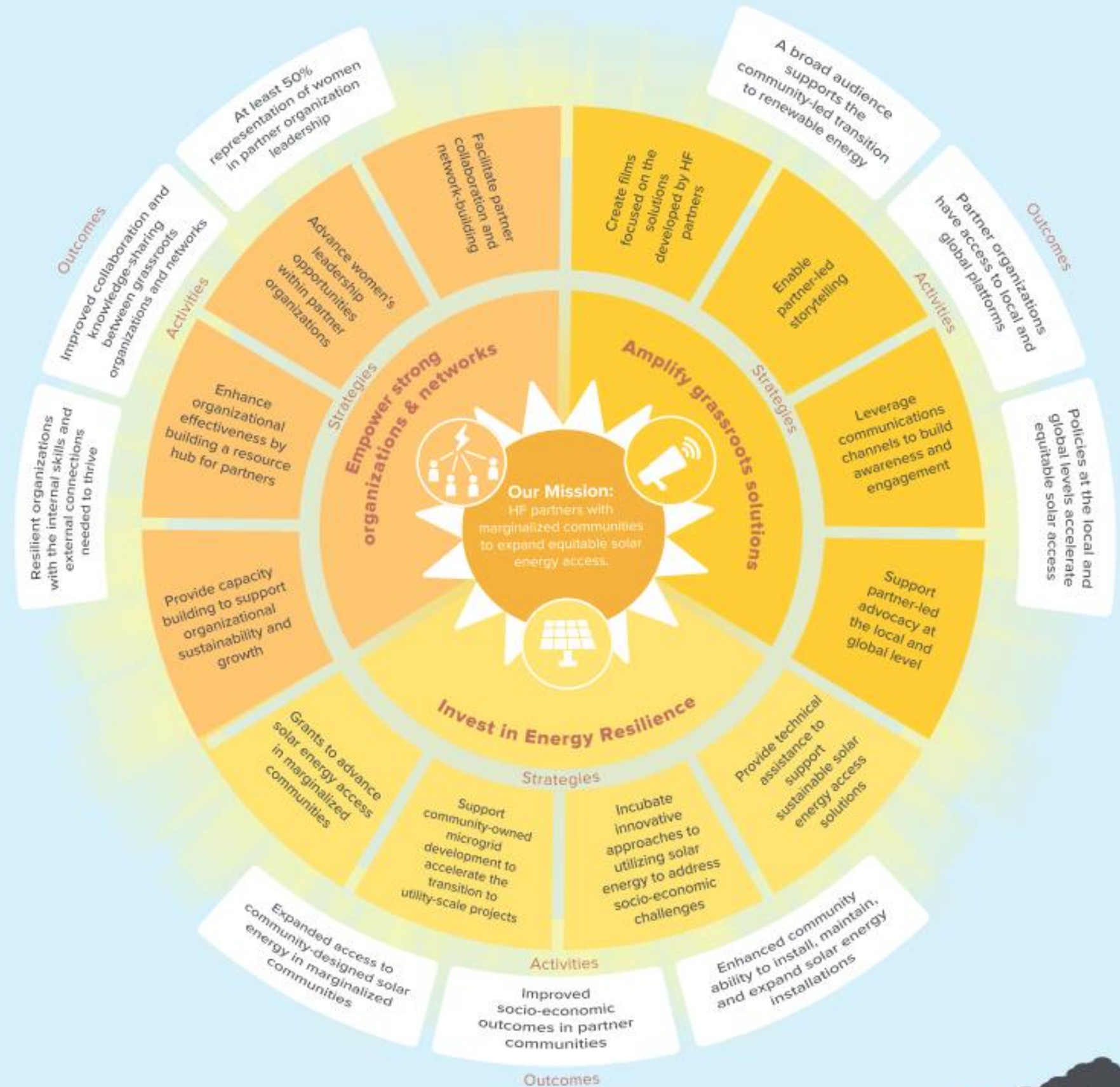
Intentional capacity building responding directly to partners' needs



Unrestricted funding to support community-driven projects



Partner-led storytelling and communications support



How we work

Communities are the experts. The most sustainable solutions are created by communities, for communities. We provide unrestricted grants that support the direct needs of our partner organizations and their communities.

Once a partner, always a partner. Change takes time. We stand by our partners long after their projects are completed to support their work.

Prioritize people and the planet. Solar energy is a tool. The impacts of our partners' projects are catalyzing change across their communities and environments.



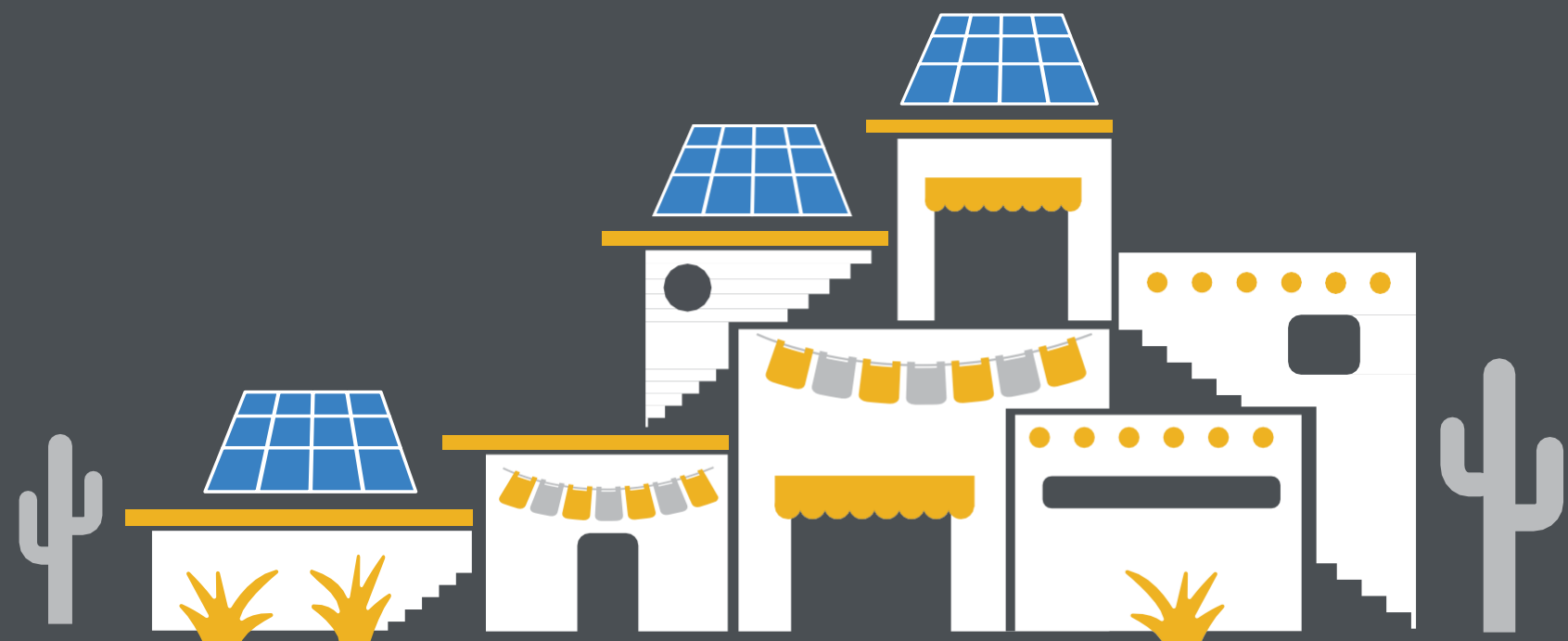
By the Numbers

HF is one of the few intermediary funders focused on renewable energy access in marginalized communities.

- 60+ Partners in 27 countries, territories, and US Tribal Lands
- Over $\frac{2}{3}$ of projects include solar-related job-training and workforce development.
- Supporting solar powered conservation of over 580,000 acres of rainforest.
- Increased access to education and healthcare for over 50,000 people worldwide.
- Nearly 2 mW of community solar built, avoiding an est. 38k+ metric tons of CO₂.

\$5 million

to support solar energy
access worldwide.



Our Programs

Diversified impact strategies led by industry experts to catalyze global impact

CORE FUND



The **Core Fund** supports community-scale solar energy initiatives world wide, with a special focus on projects that are innovative, grassroots, and community-driven.

LEVINE IMPACT LAB



The **Levine Impact Lab** powers equitable impact by investing in grassroots leaders and organizations, building their capacity to accelerate positive change.

MICROGRID PARTNERSHIPS



With a pilot project in Puerto Rico, we are supporting battery-backed microgrids in some of the world's most climate-sensitive regions. Our inaugural microgrid serves **14 small businesses** in central Puerto Rico and provides hurricane proof **battery storage for up to 10 days.**



Co-Development in Practice: LIL

Levine Impact Lab (LIL): 3-year cohort-style program that works with grassroots organizations in the HF partner network to build and strengthen organizational capacity and individual leadership.

Partner-Led Development

- Partner surveys and interviews identified the primary needs of growing organizations and the gaps in services that currently exist.
- An ongoing participatory evaluation engages cohort members in data collection and management, providing real and honest feedback.
- Cohort members co-design curriculum and agendas to make sure they're relevant and impactful.



Native Renewables Partnership

Grant Support

- 2021: grant award to support 3 new solar installations on the Hopi & Diné reservations, triage 3 systems and pilot a lending program
- 2022: an extended multi-year grant to support first-time energy access for 5 families and upgrade PV systems for 2 more families
- NR's workforce training programs has helped 4 solar fellows transition into full-time NR staff members
- Solar panel donations from REC & focused capacity building support around communications, strategic planning & more

Levine Impact Lab

- Direct and tailored organizational and individual support for 3 NR staff and leaders
- 1:1 mentorship as NR's builds their plan to scale their impact over the next 3yrs
- General operating grants to support NR's ongoing needs



Feed the Second Line Partnership

FTSL is building community and creating safety nets for residents across New Orleans, preserving the city's vibrant culture.

- HF awarded FTSL a grant to install solar+battery storage on restaurants in predominantly Black, low-income neighborhoods, building a network of microgrids that will offer food, electricity, and a safe place for communities in the wake of natural disasters.
- 1 restaurant can deliver mutual aid to 400-600 people/wk
- Restaurant owners are provided with a forgivable loan to cover solar costs so that they retain ownership of the solar technology components.

Catalyzing Investment & Impact

- Wrap-around support and funding in line with our NR partnership
- HF support helped FTSL secure a \$300K award from the city of New Orleans and a \$200K grant from the federal government
- HF facilitated media connections resulting in a [front-page article](#) in BizNOLA featuring FTSL!



FTSL & The Levine Impact Lab

- Tailored support and direct mentorship for a first-time Executive Director
- Financial consultant to support sustainable budget development and growth as the organizations scales
- Monthly 1:1 advising sessions to develop a 3 - 5 year impact vision and program plan
- General operating grant and consultant funds to support ongoing needs



Lessons Learned & Opportunities

Trust-based philanthropy requires a **true and honest commitment** to both the project and the people.

- Flexibility, empathy and understanding are key components to grassroots philanthropy
- Funders who base their priorities on the needs of their partners will have the most impact
- Funding in a limited geographic area can be more strategic for smaller funders
- More funding is needed for grassroots organizations in the US SE
- Funding that supports wrap-around support and general operations are sparse
- While federal funding is helpful it is often difficult to access and comes with red tape that is prohibitive for grassroots organizations
- Current trends show that philanthropic investments are generally directed towards “big bet technology” or innovation, both of which are focused on future climate change mitigation and are less relevant for present-day adaptation in low-income communities



**Thank you for supporting
community-driven solar energy
solutions.**

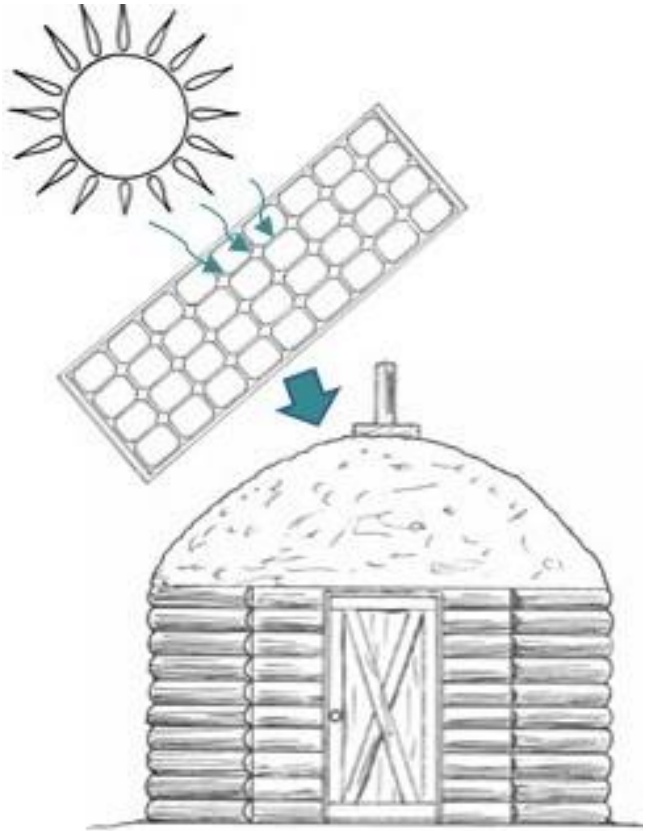


**HONNOLD
FOUNDATION**

Questions Or Comments

Email: kate@honnoldfoundation.org





NATIVE RENEWABLES

9/6/23
Chelsea Chee, Deputy Director

Diné & Hopi Nations

- 2 tribes
- 29,000+ square miles
- 186,000+ people
- 13,000+ no electricity

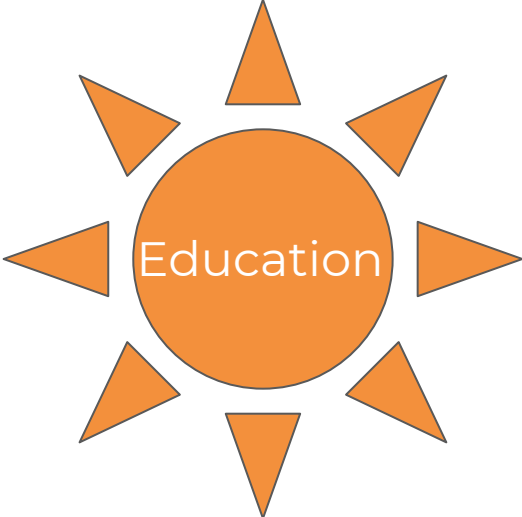
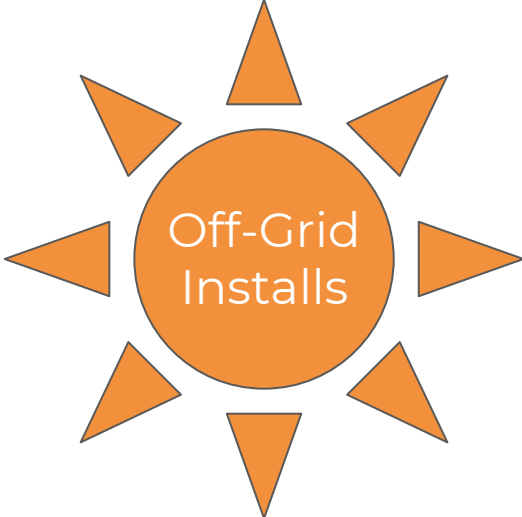


About Us

Mission

To bring Indigenous-led affordable solar power solutions and knowledge to Diné (Navajo) and Hopi communities.

Our Work



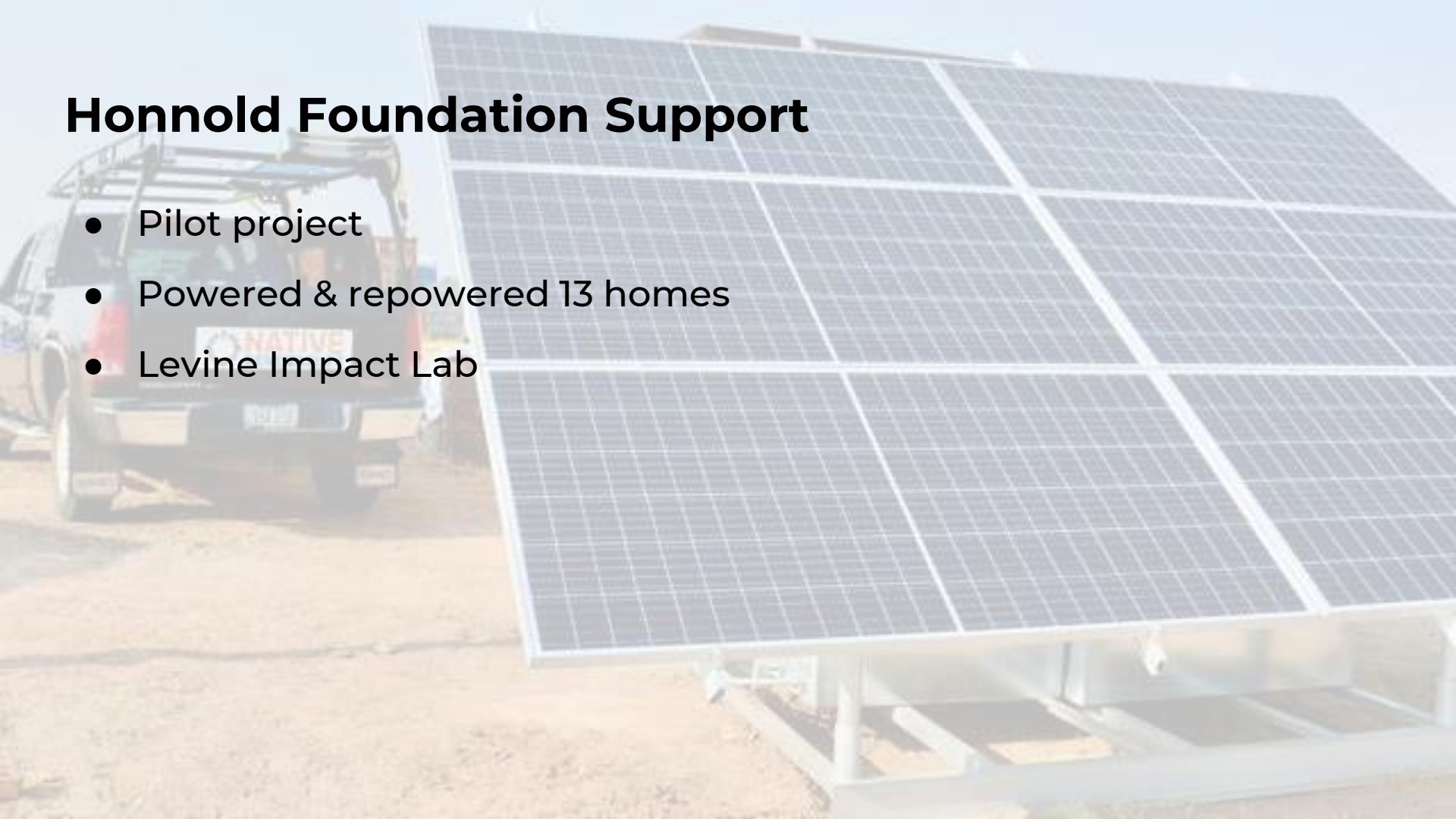
Our Team

- Incorporated as 501c3 in 2020
- 55+ years of combined solar experience
- 8 of 15 tribal staff members live in communities we support



Honnold Foundation Support

- Pilot project
- Powered & repowered 13 homes
- Levine Impact Lab



Impact on People at NRI

- Tested our theory in safe environment
- Increased team knowledge, efficiency, & effectiveness
 - Gain a better understanding of outdated equipment
 - Strengthen and grow team capacity to install and work in teams
- Space & encouragement to work on our dreams
- Increased customer knowledge in solar

Case Study

- Mother & daughter
- 5+ miles from utility grid
- Multiple trips
 - 50% wired
 - Soil conditions
 - Winter weather
 - Customer communications

Lessons Learned & Challenges

A photograph of a worker in a white hard hat and dark clothing standing on a blue ladder, installing solar panels on the roof of a house. The solar panels are arranged in a grid pattern on a metal frame. The house has white horizontal siding. The background shows a clear blue sky and some dry vegetation.

- Customer communication
- Tracking weather
- Thorough site assessments
- Team communication
- Contingency planning
- Building people & processes
- Support to dream & plan

Thank you!

Chelsea Chee

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@nativerenewables



@Power4Natives



Check out our video!

www.NativeRenewables.org